

APPENDIX B

PROPOSAL FORM

1. General Information

Name of Supplier	
Principal contact person Name Title Company Mailing address Telephone number Fax number E-mail address	
Secondary contact person (if any) Name Title Company Mailing address Telephone number Fax number E-mail address	
Legal status of Supplier (e.g., sole proprietorship, partnership, limited partnership, joint venture, or corporation)	
State and date of incorporation, residency or organization	
The names of all general and limited partners (if Supplier is a partnership)	
Description of Supplier and all relevant affiliated entities and joint ventures, including any details regarding financial limitations between partners or affiliates	
Name of financial guarantor	
Statement of relevant experience	

2. Financial Information

Current long term and short term debt rating for Supplier (include ratings and names of rating agencies).	
Date Supplier's last fiscal year ended.	
Total revenue for Supplier for the most recent fiscal year.	
Total net income for Supplier for the most recent fiscal year.	
Total assets for Supplier as of the close of the previous fiscal year.	

3. Defaults and Adverse Situations

<p>Describe, in detail, any situation in which Supplier (either alone or as part of a joint venture), or an affiliate of Supplier, defaulted or was deemed to be in noncompliance of its contractual obligations to deliver energy and/or capacity at wholesale within the past five years.</p> <p>Explain the situation, its outcome and all other relevant facts associated with the event described.</p> <p>Please also identify the name, title and telephone number of the principal manager of the customer/client who asserted the event of default or noncompliance.</p>	
<p>Describe any facts presently known to Supplier that might reasonably be expected to adversely affect its ability to provide the service(s) bid herein as provided for in the Request for Proposal.</p>	

4. NEPOOL AND POWER SUPPLY EXPERIENCE

Is Supplier a member of NEPOOL?	
Does Supplier have a NEPOOL settlement account?	
Describe Supplier's experience and record of performance in the areas of power marketing, brokering, sales, and/or contracting, for the last five years within NEPOOL and/or the New England region.	
Provide three references (name, title and contact information) who have contracted with the Supplier for similar load following services within the last 2 years.	
Has Supplier, or any affiliate of Supplier, in the last five years, been determined in writing by a court or arbitration panel to have breached or defaulted under any agreement relating to the sale of electricity or natural gas, including any financing agreements? If so, what was the resolution of such breach or default?	

5. SCOPE OF BID AND TERMS OF SALE

<p>Will Supplier execute a contract substantially similar to the proposed Master Power Supply Agreement contained in Appendix A?</p> <p>Explain any proposed modifications.</p>	
<p>List all regulatory approvals required before service can commence.</p>	

6. Proposed Pricing